



Georgia World
Congress Center
Authority

BOARD OF GOVERNORS MEETING

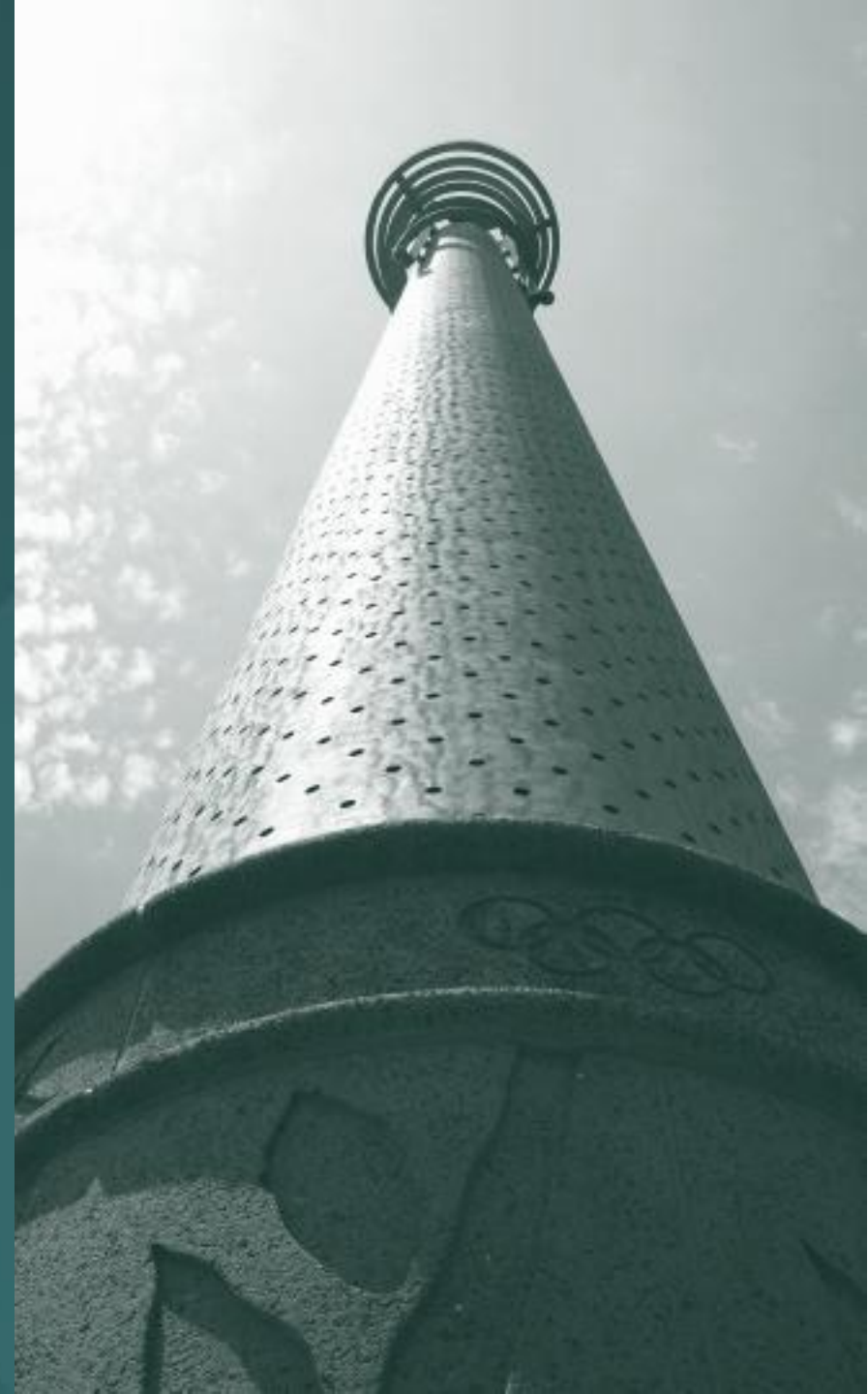
MAY 20, 2025

Approval of Minutes April 29, 2025



Financial Update & FY26 Budget Recommendation

Rey Rodriguez
Director of Finance



Agenda

- April Financial Snapshot
- FY25 Forecast Update
- FY25 Completed Projects
- FY26 Budget Recommendation
- FY25 Surplus Recommendation

Financial Snapshot: April



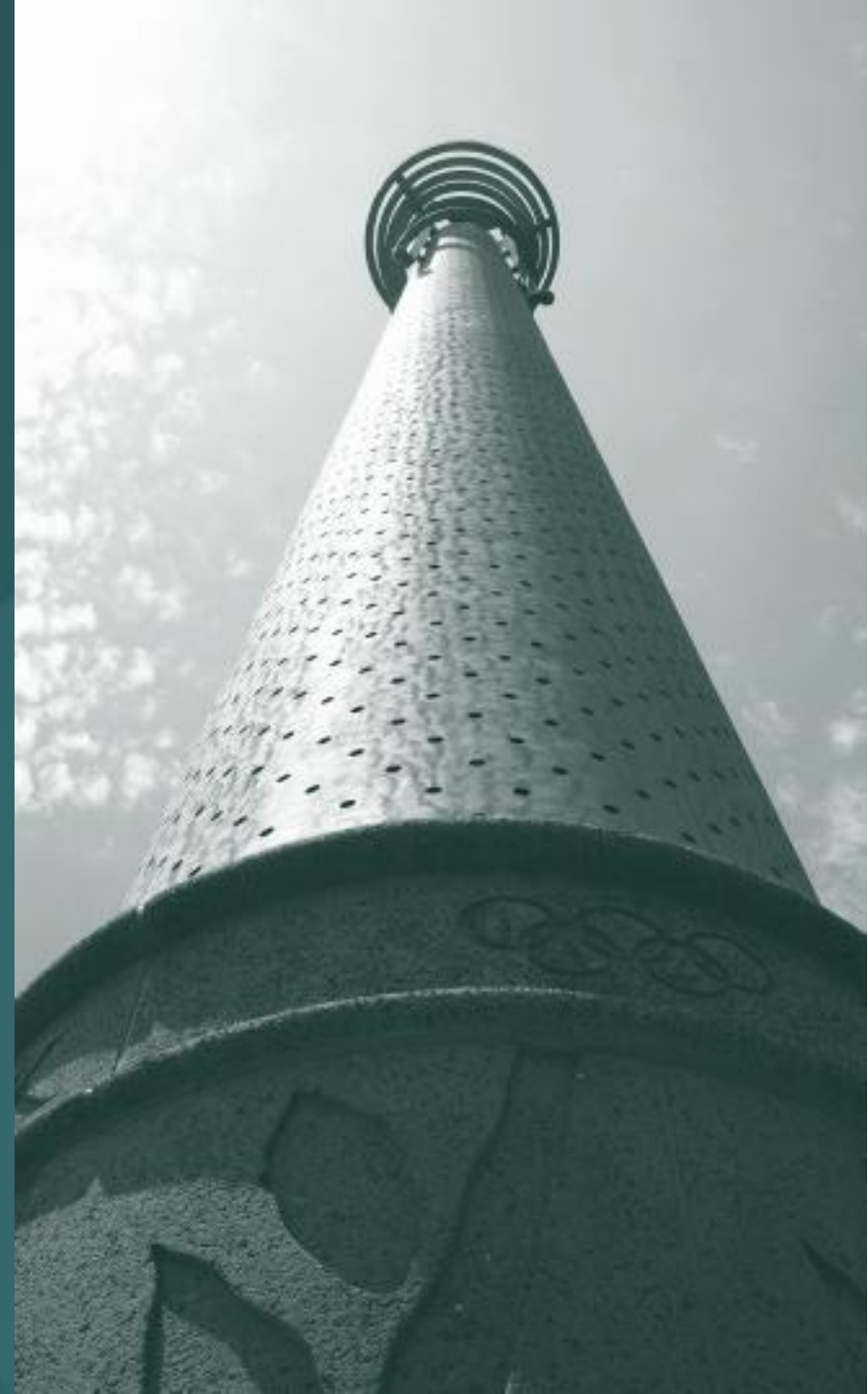
| Month | Budget | Actual | Variance |
|------------|-------------|-------------|-------------------|
| Revenue | \$5,600,928 | \$7,180,581 | ↑ \$1.6M 28.2% |
| Expense | \$5,608,807 | \$6,737,371 | ↑ \$1.1M 20.1% |
| Net Profit | (\$7,879) | \$443,210 | ↑ \$451.1K |

Financial Snapshot: YTD thru April 2025



| YTD | Budget | Actual | Variance |
|------------|--------------|--------------|-------------------|
| Revenue | \$53,529,787 | \$63,459,755 | ↑ \$9.9M 18.6% |
| Expense | \$50,679,300 | \$54,140,748 | ↑ \$3.5M 6.8% |
| Net Profit | \$2,850,487 | \$9,319,006 | ↑ \$6.5M |

FY25 Forecast Update

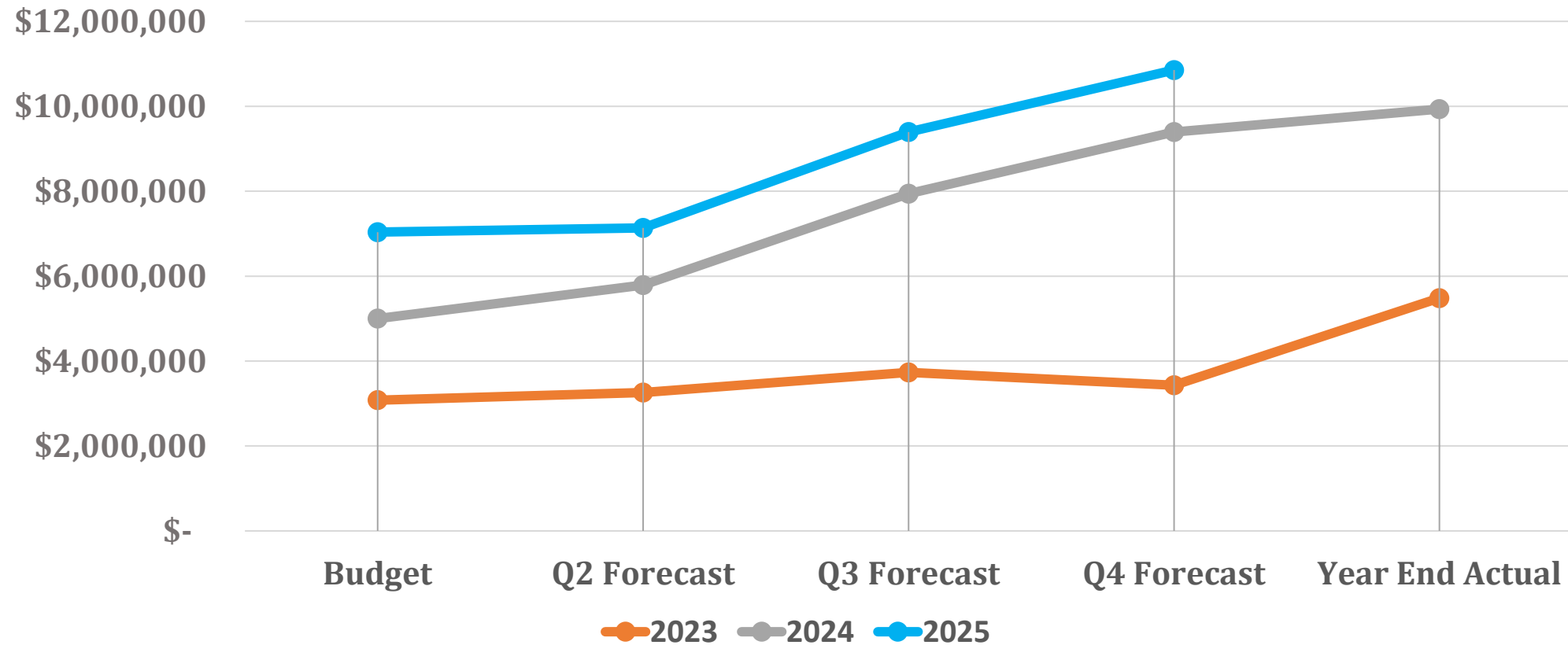


FY25 Revenue

| | Budget | Forecast | Variance |
|-------------------------|-------------------|-------------------|------------------|
| Space Rental | 16,202,738 | 15,873,296 | (329,442) |
| Food & Beverage | 7,037,472 | 10,853,869 | 3,816,397 |
| Utility Services | 9,137,408 | 9,608,941 | 471,533 |
| Parking | 8,476,713 | 9,724,491 | 1,247,778 |
| Hotel/Motel Tax | 8,954,131 | 9,141,157 | 187,026 |
| Contract Labor/Services | 4,779,515 | 7,595,877 | 2,816,362 |
| Telecom/Audio Services | 3,373,876 | 3,154,034 | (219,842) |
| Retail Services/Other | 5,400,800 | 6,438,859 | 1,038,059 |
| Total Revenue | 63,362,653 | 72,390,524 | 9,027,871 |

F&B Forecasting Trend

F&B Budget v Forecast v Actual



FY25 Expenses

| | Budget | Forecast | Variance |
|-----------------------|-------------------|-------------------|------------------|
| Salaries/Wages | 14,600,004 | 13,614,544 | (985,460) |
| Overtime | 259,690 | 405,563 | 145,873 |
| Temporary Help | 4,604,941 | 5,856,499 | 1,251,558 |
| Fringe Benefits | 8,499,086 | 7,802,585 | (696,501) |
| Regular Operating | 15,336,670 | 16,433,956 | 1,097,287 |
| Equipment | 200,000 | 221,421 | 21,421 |
| Contractual Services | 14,234,820 | 15,305,623 | 1,070,803 |
| IT/Other | 3,603,310 | 3,576,222 | (27,088) |
| Total Expenses | 61,338,521 | 63,216,413 | 1,877,892 |

FY25 Net Operating Profit

| | Budget | Projected | Variance |
|------------|------------|------------|-----------|
| Revenue | 63,362,653 | 72,390,524 | 9,027,871 |
| Expenses | 61,338,521 | 63,216,413 | 1,877,892 |
| Net Profit | 2,024,132 | 9,174,111 | 7,149,979 |

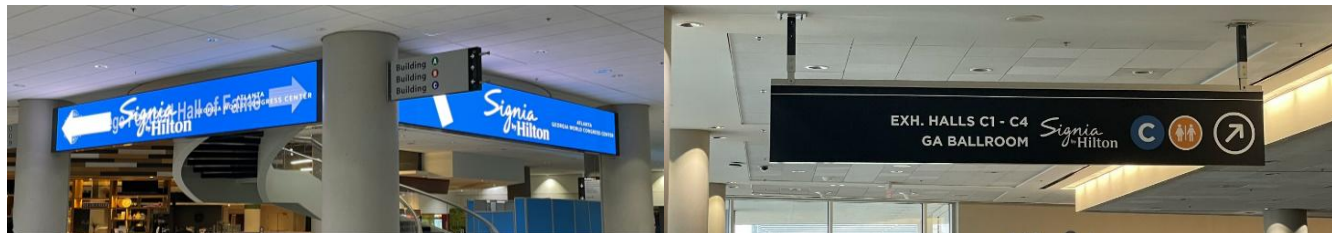


FY25 Completed Projects



FY25 Projects

- COP Fountain of Rings Upgrade/Refurbishment: \$3,521,000 (Woodruff Foundation Grant/GWCCA Funds)
- Escalator Modernization (TMB): \$1,031,110 (GWCCA Funds)
- COP Visitor Center Renovation: \$882,586 (GWCCA Funds)
- Parking Control Enhancements \$1,946,802 (GWCCA Funds)
- Signage/Interior Wayfinding: \$1,671,500 (GWCCA Funds)





FY26 Budget Recommendation

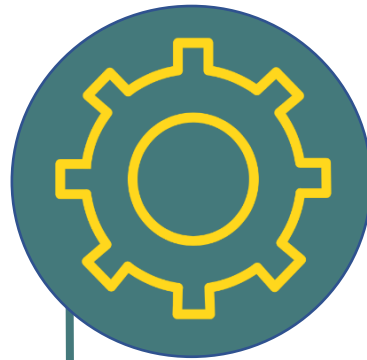


FY26 Key Performance Indicators



FINANCIAL

Focus on **self-supporting** and **maximizing profitability**



FACILITIES

Focus on **safe** and **flexible** venues



CUSTOMER

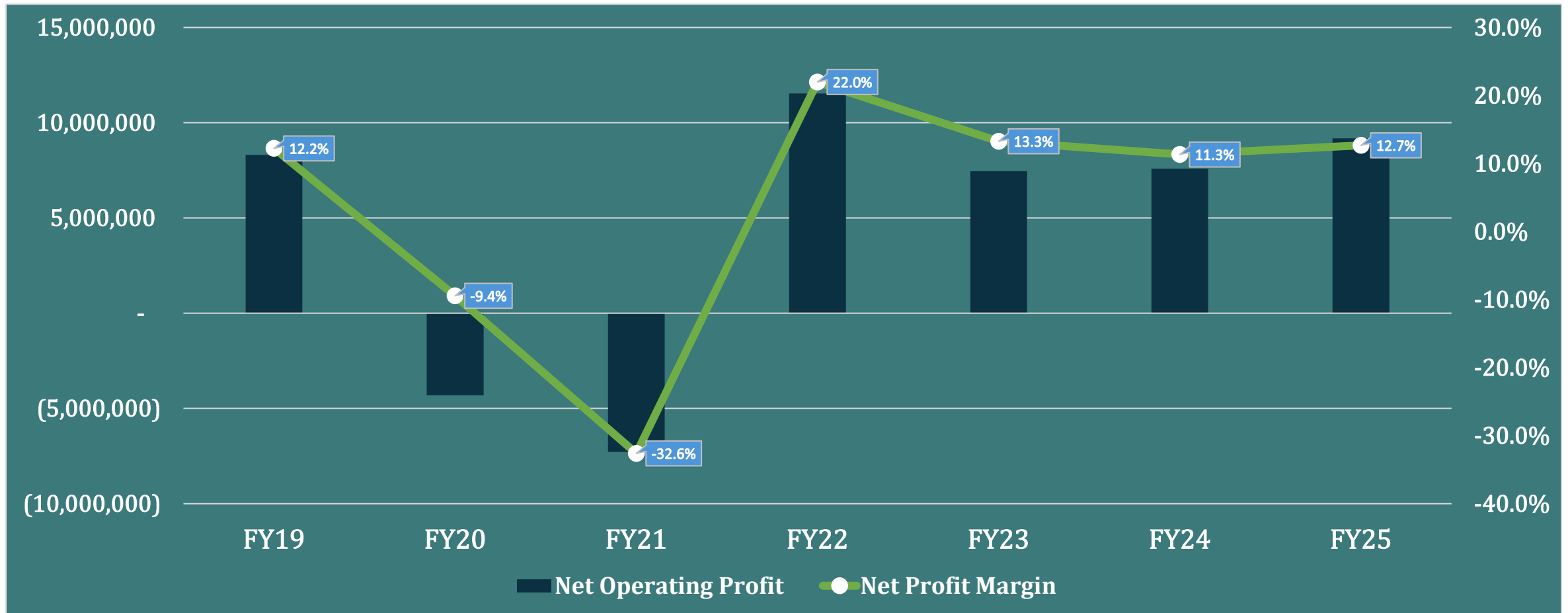
Focus on increasing **demand and overall satisfaction** among visitors and guests



TEAM

Focus on **building organizational culture**, keeping and **developing A-talent**

Historic Net Profit



FY26 Key Budget Influencers

- Overall Revenue: **↓ 4.0%**
 - Space Rental ↑ \$479K
 - Utility Services **↓ \$3.9M**
 - F&B/Contract Labor ↑ \$2.1M
 - Parking/Telecom/Other **↓ \$1.5M**

- Salaries (+4 FTEs, market adjustments, and merit pool): **↑ 6.8%**

- Temporary Help: **↑ 7.8%**

- Maintenance Repair/Renovation: **↑ \$2.5M**

FY26 Budget Highlights: Revenue

➤ Space Rental: ↑ **\$479K**

- 73 events budgeted vs 78 events budgeted in FY25
- 8 large events (over \$500K) vs. 9 in FY25
- \$1M of FIFA June Events in addition to our regular events
- ITYFTY: \$590K

➤ Utility Services: ↓ **\$3.9M**

- 2 large events (over \$500K) vs. 5 FY25
- ITYFTY: \$32K

FY26 Budget Highlights: Revenue cont'd

- Food & Beverage ↑ **\$1.0M**
 - 82 events budgeted vs. 71 from FY25 Budget
 - 9 events with over \$500K
 - FIFA - \$1.6M
 - ITYFTY: \$435K

- Hotel/Motel Tax ↓ **\$160K**
 - 1.7% decrease over FY25 forecast

- Contract Labor/Services ↑ **\$1.1M**
 - Public Safety/Security variable with event activity

FY26 Budget Details: Revenue

| | Budget FY25 | Forecast FY25 | Budget FY26 | Variance to FY25 Forecast |
|-------------------------|-------------------|-------------------|-------------------|------------------------------|
| Space Rental | 16,202,738 | 15,873,296 | 16,352,125 | 478,829 |
| Food & Beverage | 7,037,472 | 10,853,869 | 11,884,128 | 1,030,259 |
| Utility Services | 9,137,408 | 9,608,941 | 5,753,379 | (3,855,562) |
| Parking | 8,476,713 | 9,724,491 | 9,023,746 | (700,745) |
| Hotel/Motel Tax | 8,954,131 | 9,141,157 | 8,981,901 | (159,256) |
| Contract Labor/Services | 4,779,515 | 7,595,877 | 8,689,985 | 1,094,108 |
| Telecom/Audio Services | 3,373,876 | 3,154,034 | 2,951,130 | (202,905) |
| Retail Services/Other | 5,400,800 | 6,438,859 | 5,872,849 | (566,010) |
| Total Revenue | 63,362,653 | 72,390,524 | 69,509,242 | (2,881,282) |

FY26 Budget Highlights: Expenses

➤ Salaries: ↑ 6.8%

- 188 FTEs
- FY26 (4 New Positions)
- Targeted market adjustments and 3% merit pool

➤ Overtime/Temporary Help: ↑ 4.9%

- \$306K increase compared to FY25 forecast

➤ Fringe Benefits: ↑ 9.4%

- Increasing as it relates to salary adjustments
- Insurance premiums: ↑ 4%

FY26 Budget Highlights: Expenses

- Regular Operating: ↑ **0.7%**
 - Utilities - ↑ \$755K
 - Repairs & Maintenance: ↓ **\$700K**

- Maintenance Repair/Renovation: \$2.5M

FY26 Budget Details: Expenses

| | Budget FY25 | Forecast FY25 | Budget FY26 | Variance to FY25 Forecast |
|--------------------------|-------------------|-------------------|-------------------|------------------------------|
| Salaries/Wages | 14,600,004 | 13,614,544 | 14,539,552 | 925,008 |
| Overtime | 259,690 | 405,563 | 252,504 | (153,059) |
| Temporary Help | 4,604,941 | 5,856,499 | 6,315,500 | 459,001 |
| Fringe Benefits | 8,499,086 | 7,802,585 | 8,536,602 | 734,017 |
| Regular Operating | 15,336,670 | 16,433,956 | 16,543,891 | 109,935 |
| Equipment Purchases | 200,000 | 221,421 | 94,200 | (127,221) |
| Contractual Services | 14,234,820 | 15,305,623 | 15,355,921 | 50,298 |
| Maint. Repair/Renovation | 0 | 0 | 2,500,000 | 2,500,000 |
| IT/Other | 3,603,310 | 3,576,222 | 3,637,224 | 61,002 |
| Total Expense | 61,338,521 | 63,216,413 | 67,775,394 | 4,558,981 |

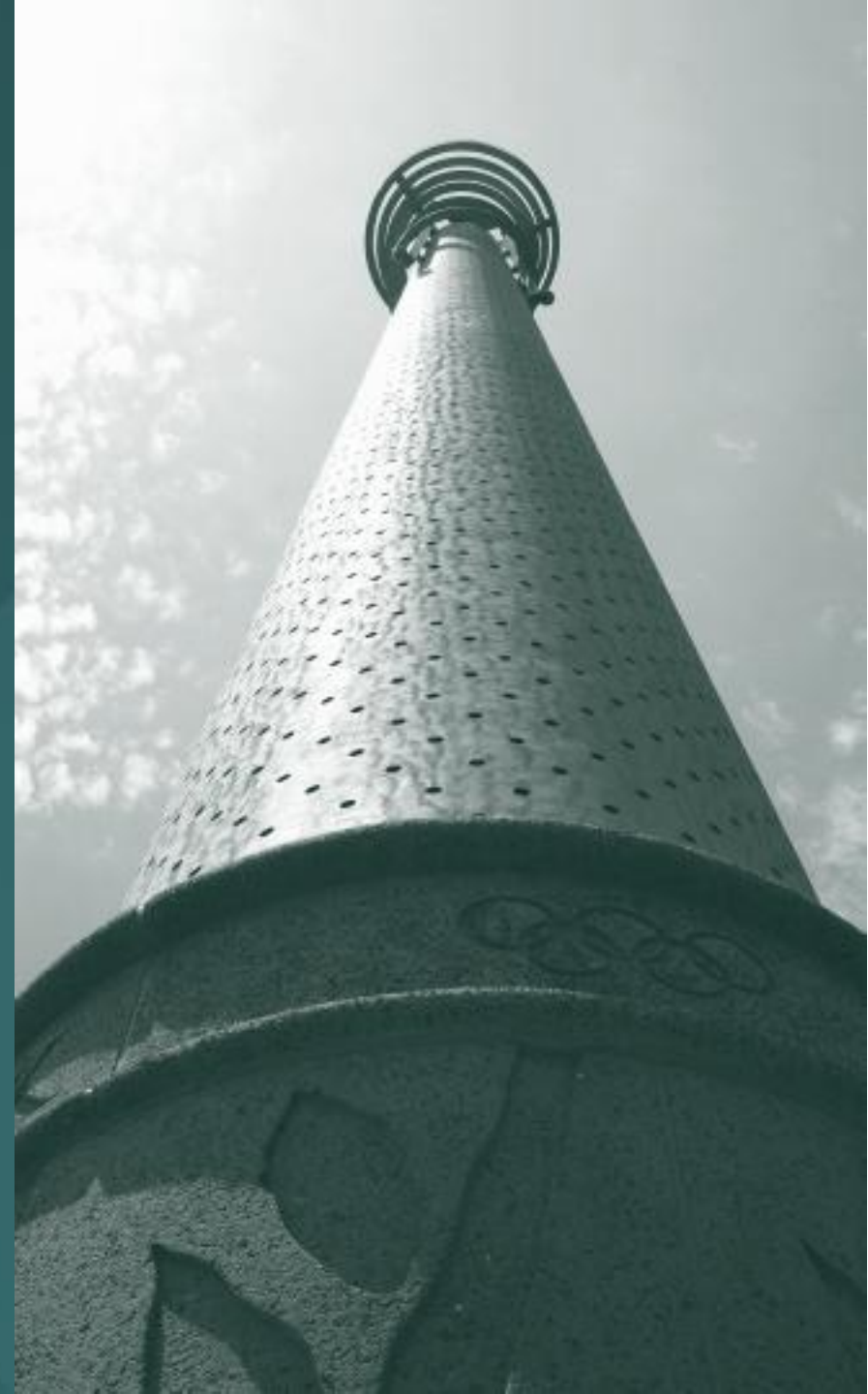
FY26 Budget Recommendation

| | Budget FY25 | Forecast FY25 | Budget FY26 |
|------------|----------------|------------------|----------------|
| Revenue | 63,362,653 | 72,390,524 | 69,509,242 |
| Expenses | 61,338,521 | 63,216,413 | 67,775,394 |
| Net Profit | 2,024,132 | 9,174,111 | 1,733,848 |



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FY25 Surplus Recommendation



FY25 Surplus Recommendation

- Reinvest net operating income from FY25 as outlined below:
 - \$1.1M: FIFA World Cup (interest earnings on cash appropriation)
 - \$250K: OPEB Trust Fund
 - \$750K: Incentive Plan
 - \$3M: Fund Capital/Maintenance and Equipment Reserves
 - \$2.5M: GWCCA Operating Reserve

Questions?

Staff Recommendation

Board of Governors approval of FY26 budget and FY25 surplus recommendation as presented to and approved by the Finance Committee on May 13, 2025.



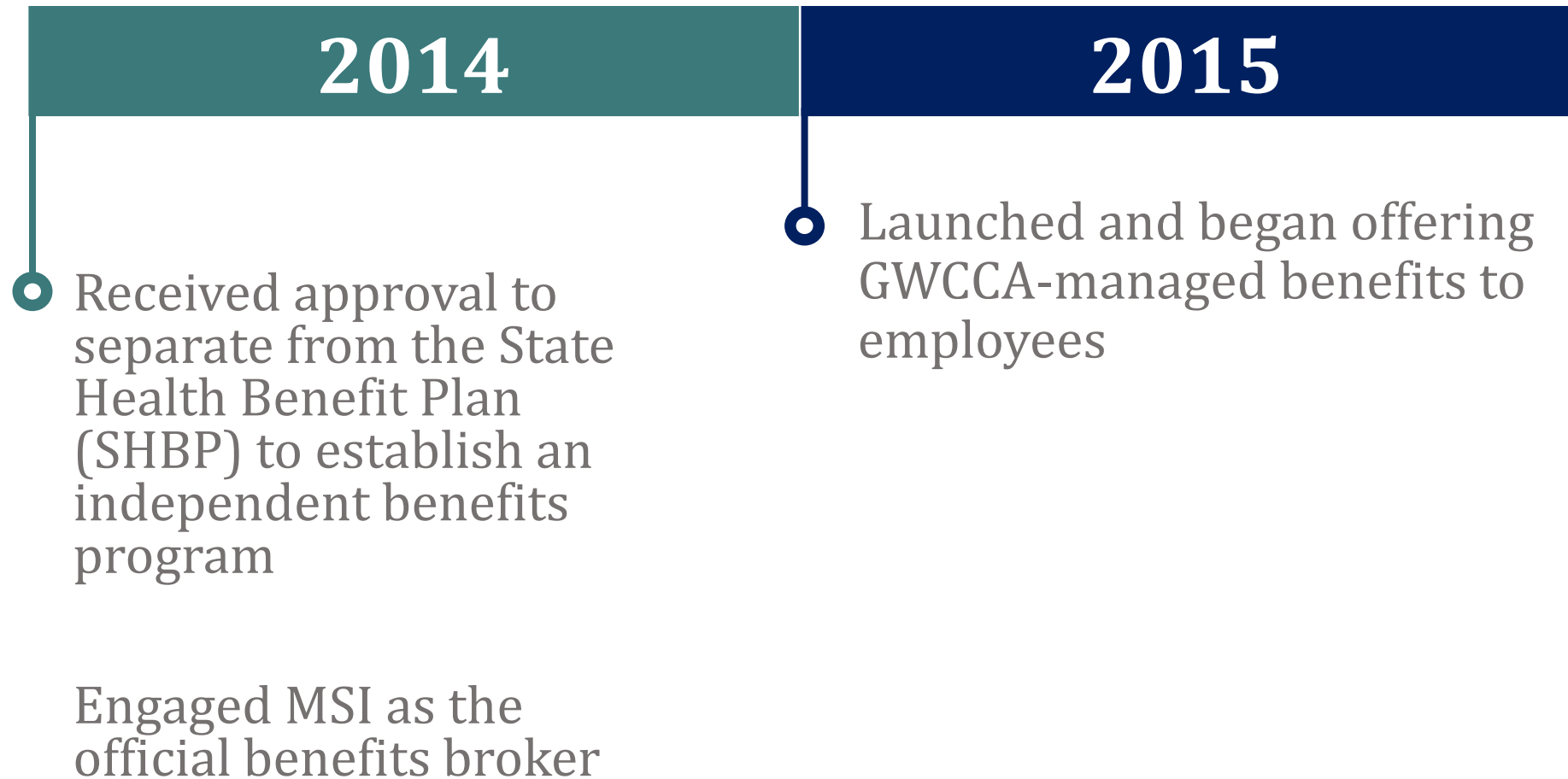
GWCCA Authority Health Benefits

Ron Miranda
Chief Human Resources Officer

Pargen Robertson
Chief Legal Officer



Benefits Program Timeline



Medical Plan Enrollment as of January 1, 2025

Active Fulltime Employees

- Total enrolled: 194
- Location breakdown
 - Atlanta: 154
 - Savannah: 42

Retirees

- Total enrolled: 67
 - 54 retirees
 - 13 spouses

Health Benefits Overview

| Medical & Health Plans | Supplemental Coverage |
|---|---|
| Medical Benefits Comparison: HMO / HRA / HDHP | Accident Insurance |
| GWCCA Health Insurance for Retired Workers | Critical Illness Insurance |
| COBRA Coverage | Spending Accounts & Assistance |
| Dental & Vision | Healthcare/Dependent Care Flexible Spending Account (FSA) |
| Dental Benefits: DMO and PPO Options | Employee Assistance Program (EAP) |
| Vision Benefits | Legal Services |
| Life & Disability Insurance | MetLaw/Hyatt Legal Plans |
| Group Basic Life and AD&D Insurance | |
| Group Term Life Insurance (for employees hired prior to 1/1/2009) | |
| Supplemental Term Life and AD&D | |
| Short-Term Disability | |
| Group Long-Term Disability | |

2025 Medical Renewal Update

➤ **Medical (Cigna):**

Initial renewal reflected a **+27.72%** increase, representing an annual net cost increase of **\$765,000**; through strategic negotiations, successfully reduced the increase to **+8.33%**

➤ **Dental (Cigna):**

Renewed with a **+2.48%** increase; no changes were made to plan designs

➤ **Vision (Cigna):**

Renewed with **no changes** to rates or plan designs

➤ **Life and Disability (MetLife):**

- Basic Life premium increased **9.88%**
- After reviewing competitive proposals, it was determined that switching carriers would not yield sufficient savings
- Plans renewed with MetLife, with an **overall premium increase of 3.29%**, equating to an **annual increase of \$1,942**

Health Plan Performance: 2014 - 2025

- **Projected Net Cost Per Employee Per Year (PEPY) for 2025**
 - \$14,532
 - This is a **7.43% increase** over last year's cost

- **Historical Cost Growth**
 - Since leaving the **State of Georgia Health Benefit Plan in 2014**, GWCCA's **average annual net cost increase** has been **5.02%**

Benefits Renewal Timeline

| Major Action Items | Owner | Target Date |
|---|-----------|-------------------|
| Conduct Pre-Renewal Meeting | MSI/GWCCA | July/August |
| Initiate Marketing | MSI | August |
| Obtain Renewals (Health Plan, Dental, Vision, Life and Disability) | MSI | August/September |
| Conduct Renewal Meeting | MSI/GWCCA | September |
| Finalize Benefit Offerings and Contributions | GWCCA | September/October |
| Provide Updated Salary File | GWCCA | October |
| Initiate Benefits Build-out in Enrollment Platform | MSI | October |
| Test Benefits Build-out in Enrollment Platform | MSI | October |
| Provide Open Enrollment Letter and Benefits Guide for Review | MSI | October |
| Provide Benefit Packets for Distribution | MSI | October |
| Target Open Enrollment: October | | |
| Benefit Counselor Onsite Enrollment Day 20 (Oct 29 th in 2025) | MSI | TBD |
| Benefit Counselor Onsite Enrollment Day 21 (Oct 30 th in 2025) | MSI | TBD |

Questions?

Resolution

NOW THEREFORE BE IT RESOLVED by the Board of Governors of the Geo. L. Smith II Georgia World Congress Center Authority that the Chief Executive Officer expressly is granted the express limited authority, and is so authorized thereunder, but is not required, to take such actions and to execute and deliver such annual renewals of employee benefits and OPEB Trust-funded benefits, so long as the aggregate cost of such annual renewals does not exceed the cost to the Authority for the preceding year's renewals by more than fifteen percent (15%), provided that the Chief Executive Officer shall communicate his intentions to the Chairs of the Personnel Committee and Finance Committee of the Board of Governors, and provided also that such annual renewals shall comply with the terms and conditions of the OPEB Trust and applicable law and are, in the judgment of the Chief Executive Officer, consistent with the corporate purposes and mission of the Authority and the Authority's sound business practices.

BE IT FURTHER RESOLVED that the Chief Executive Officer is authorized to do all things necessary and proper to effectuate the intent and purpose of this Resolution.

Questions?



GWCCA Recognition

Janet Finlayson
Chief Financial Officer



Business Office All-Stars



Chris Dugger
Director of Accounting



Kay Lawrence
Sr. Accounting Manager



Rey Rodriguez
Director of Finance



Tyree Pittman
Finance Manager

Next Scheduled Meeting

Tuesday, June 24, 2025



THANK YOU